

# United Kingdom Jobs Expertini®

## Account Manager

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Company: Abcam

Location: United Kingdom

Category: other-general

### Company Description

For over 20 years, Abcam has been providing tools the scientific community needs to enable faster breakthroughs in critical areas like cancer, neurological disorders, infectious diseases, and metabolic disorders.

We believe that to continue making progress, we need to work together in new ways. We need your own unique perspective as well as this of our people to make an always greater impact on the world. This community needs people like you: dedicated, agile and above all audacious so we can truly bring progress forward.

### Job Description

Are you a dynamic professional with a strong commercial background in the Life Science sector? Abcam is seeking a motivated and experienced Life Science Account Manager to join our team. This is a remote role based in Germany that offers the opportunity to shape your territory and make a significant impact on Abcam's growth.

### Role Overview:

As a Life Science Account Manager at Abcam, you will leverage your commercial experience to establish and nurture connections between people and processes to drive the delivery of Abcam's innovative products and solutions. This role is pivotal in promoting and negotiating Abcam's extensive product range and custom services, ultimately contributing to the company's revenue growth.

### Key Responsibilities:

Manage accounts strategically and tactically within an assigned territory, focusing on existing

relationships and generating new business.

Drive revenue growth by promoting and negotiating Abcam's product and service offerings.

Develop comprehensive account plans for high-potential accounts, aligning with specific business objectives and revenue goals.

Promptly and professionally respond to customer inquiries and requests.

Identify and cultivate new business opportunities within named accounts.

Utilize CRM tools to manage the opportunity pipeline and collaborate with various business units.

Provide accurate forecasts to management, relay market insights, and collaborate with channel management to develop account-specific strategies.

Please note this is a remote role but the territory this person will be responsible for is in Germany, therefore we are looking for a native language speaker ideally located in or within easy reach of Germany for frequent travel to face to face customer visits in your territory. Given the nature of the position, domestic travel around 60% is required for week to week field management of your accounts, plus quarterly international travel for internal sale meetings and conferences.

### **Qualifications**

A strong grasp of proteomics and a proven track record in Life Science sales.

BSc degree in a life science discipline, direct selling experience within the life science market, and ideally expertise in areas such as protein research, immunology, and Immunohistochemistry.

Strong communication skills with the ability to establish and nurture relationships with key stakeholders both internally and externally, contributing to the achievement of desired outcomes.

Effective management of customer relationships at both the scientific end-user level and decision-making level is crucial.

Enthusiastic Team player.

## Additional Information

We know that when it comes to benefits, no one size fits all. Flexibility and choice matter which is why in addition to market competitive salaries, we offer you a flexible benefits package which is tailored to your unique needs and support your financial, physical and emotional wellbeing. This includes a car allowance, 18 weeks fully paid maternity leave, 6 weeks fully paid paternity leave as well as highly flexible working and much more. Besides, your development will be integral to your experience here. You will grow alongside other talented minds, in ways you may often find unexpected.

When people come together, incredible things happen. Here you'll work in a safe environment where you can be who you truly are. We'll champion and celebrate your uniqueness throughout your journey with us. This is how we excel at partnering with the scientific community no matter the challenge, ultimately helping solve the world's most critical diseases. Find out more about Diversity & Inclusion at Abcam.

#LI-EG1

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